

Message Text

LIMITED OFFICIAL USE

PAGE 01 KUWAIT 01818 081258Z

43

ACTION NEA-05

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /013 W

----- 075526

P R 081233Z MAY 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 9525

LIMITED OFFICIAL USE KUWAIT 1818

E.O. 11652: N/A

TAGS: BMPE: KU

SUBJ: FULLER DECISION RE KUWAIT CEMENT PLANT

REF: A) KUWAIT 1549 B) STATE 085942

1. IN CHANCE MEETING AND FOLLOW-UP PHONE CALL WITH GENERAL MANAGER, KUWAIT CEMENT CO. MOHAMAD YUSUF AL-ROUMI, EMBOFF OUTLINED REASONS FOR FULLER'S DECISION NOT RPT NOT TO BID ON NEW 400,000 TONS EXTENSION. AL-ROUMI CONFIRMED HE RECEIVED TELEX FROM FULLER AND SAID HE DISAPPOINTED WITH THEIR DECISION. HE CLAIMED "EUROPEAN" SPECS SHOULD NOT PREVENT FULLER FROM SUBMITTING A PROPOSAL AND SUGGESTED THEY MAKE ALTERNATE OFFER WHICH WOULD MEET INTENT IF NOT LETTER OF TENDER DOCUMENTS. HE SAID HE WOULD "GUARANTEE" THEIR PROPOSAL WOULD RECEIVE SERIOUS ATTENTION AND EVEN OFFERED TO BRING IN OUTSIDE CONSULTANT, IF NECESSARY, FOR EVALUATION, ALTHOUGH THIS MAY HAVE BEEN HYPERBOLE.

2. SAME EMBOFF HAS ALSO BEEN CONTACTED BY ONE OF KUWAIT CEMENT'S OWNERS MR. SAAD AL-RASHED (BROTHER IS KUWAIT CEMENT'S PRESIDENT) WHO IS ENTHUSIASTIC ABOUT FULLER AND WISHES TO DISCREETLY ACT AS THEIR AGENT. UNFORTUNATELY, AL-RASHED NOW IN INDIA UNDERGOING MEDICAL TREATMENT, BUT HIS BROTHER AND BUSINESS PARTNER SAUD COULD BE CONSULTED IF FULLER RENEWS INTEREST IN PROJECT.

3. REQUEST COMMERCE IMMEDIATELY TELEPHONE FULLER PRESIDENT,
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 KUWAIT 01818 081258Z

F.W. HORNER, WITH THIS INFO AS TENDER CLOSES JUNE 1. UNDER

NO CIRCUMSTANCES SHOULD HE COMMUNICATE AL-RASHED'S INTEREST TO ANYONE ELSE CONNECTED WITH PROJECT.

4. COMMENT: RECENT EXPERIENCE ON LARGE TENDERS HERE SUGGESTS KUWAITIS ARE INCREASINGLY FLEXIBLE AND WILLING TO CONSIDER ALTERNATE PROPOSALS. KUWAITIS ALSO PRICE CONSCIOUS BUT AL-ROUMI SAYS LOW BID WILL NOT BE TAKEN MERELY BECAUSE IT IS THE LOW BID. WE BELIEVE IF FULLER CAME IN WITH GOOD PROPOSAL AT ATTRACTIVE PRICE, IT WOULD BE GIVEN SERIOUS CONSIDERATION. SUCH CONSIDERATION WOULD ALMOST BE ASSURED IF AL-RASHED WAS DISCREETLY PUSHING FOR THEM.
STOLTZFUS

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 08 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GarlanWA
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974KUWAIT01818
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740111-0781
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740565/aaaacgcp.tel
Line Count: 73
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: A) KUWAIT 1549 B) STATE 085942
Review Action: RELEASED, APPROVED
Review Authority: GarlanWA
Review Comment: n/a
Review Content Flags:
Review Date: 21 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 AUG 2002 by boyleja>; APPROVED <05 FEB 2003 by GarlanWA>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FULLER DECISION RE KUWAIT CEMENT PLANT
TAGS: BEXP, KU
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005